

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 6532

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E.O. 11652: N/A

TAGS: EAIR, UR, US

SUBJECT: STATUS REPORT ON PAN AM TICKETING PROBLEMS

REF: A) MOSCOW 11048; B) MOSCOW 9848

1. PAN AM REPRESENTATIVE DRAHORAD HAS PROVIDED EMBASSY WITH ESTIMATES ON REVENUE LOSSES BEING INCURRED DUE TO CURRENT TICKET SALES PROBLEMS. DURING JUNE, PAN AM HAS DOCUMENTED REFUSALS TO TICKET REQUESTS FOR 42 SOVIET EMIGRANTS GOING TO THE US VIA ROME, 14 SOVIET VISITORS AND 9 FOREIGNERS OTHER THAN U.S. CITIZENS. DRAHORAD BELIEVES THAT THE 217 OTHER SOVIET EMIGRANTS GOING TO THE US VIA ROME ISSUED VISAS IN JUNE DID NOT EVEN BOTHER TO COME TO PAN AM ONCE WORD SPREAD THEY WOULD NOT BE TICKETED ON PAN AM. CONSERVATIVE ESTIMATE OF LOSSES BASED UPON TICKETS FOR ALL 259 EMIGRANTS PLUS 23 OTHERS NOTED ABOVE IS \$126,000.

2. NOT INCLUDED IN THIS ESTIMATE ARE LOSSES DUE TO NON-PURCHASE OF TICKETS BY PASSENGERS, BOTH U.S. AND FOREIGN, WHO WOULD LIKE TO PAY IN RUBLES FOR PAN AM SEGMENTS ON OTHER THAN AGREED SERVICES BUT WHO LOST INTEREST WHEN TOLD PAYMENT MUST BE IN U.S. DOLLARS. ADDITIONAL LOSSES RESULTED FROM AEROFLOT'S REFUSAL TO ACCEPT RUBLE PAYMENTS FOR ANY OUT-GOING PREPAID TICKET BE IT ON AGREED SERVICES OR ANY OTHER PAN AM

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SEGMENT.

3. DRAHORAD MET WITH SAMORUKHOV JULY 1 AND LATTER INFORMED HIM THAT SINCE PAN AM MOSCOW'S QUOTAS ARE NOT BEING MET, DRAHORAD SHOULD TAKE THE INITIATIVE TO INVITE A PAN AM DELEGATION TO MOSCOW TO EXCHANGE VIEWS WITH THE MINISTRY OF CIVIL AVIATION. IMPLICATION WAS THAT UNLESS NEW APPROACH WERE MADE BY PAN AM OR USG THAT MINISTRY WAS NOT PREPARED TO LIFT RESTRICTIONS. SAMORUKHOV IS NOW ON VACATION AND WILL NOT RETURN TO WORK UNTIL JULY 31.

4. DRAHORAD EXPECTS PAN AM REGIONAL VP TO VISIT MOSCOW EARLY NEXT MONTH FOR ROUTINE VISIT AT WHICH TIME HE HOPES TO ARRANGE INFORMAL MEETING WITH SAMORUKHOV. PURPOSE WOULD BE TO DETERMINE MINISTRY'S CURRENT POSITION AND FOR PAN AM TO REITERATE DISSATISFACTION WITH AEROFLOT'S TICKETING PRACTICES AND ITS AGREEMENT WITH USG ON BASIC APPROACH IN BILATERAL CIVAIR ISSUES VIS-A-VIS USSR.

5. COMMENT. THIS INFORMATION WAS LATER IN BEING TRANSMITTED TO EMBASSY DUE TO DRAHORAD'S RECENT ABSENCE FROM MOSCOW. TICKETING SITUATION, AS DESCRIBED, HOWEVER, REMAINS UNCHANGED AS OF TODAY. DRAHORAD'S CONVERSATION WITH SAMORUKHOV TOOK PLACE, OF COURSE, BEFORE DELIVERY OF EMBASSY'S DIPLOMATIC NOTE JULY 13, WHICH SOVIETS NOW MUST CONSIDER. CONTINUED EFFORTS TO DRIVE WEDGE BETWEEN PAN AM AND USG BASED ON COMMERCIAL CONSIDERATIONS, HOWEVER, ARE STILL TO BE EXPECTED. MATLOCK

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